CTTO Mission

To *rapidly* transition technology from any source into the Fleet/Force

CTTO

Matchmake
Solutions to Naval Needs

ONR Portal

Acquisition Programs
OPNAV N7/8

PEOs

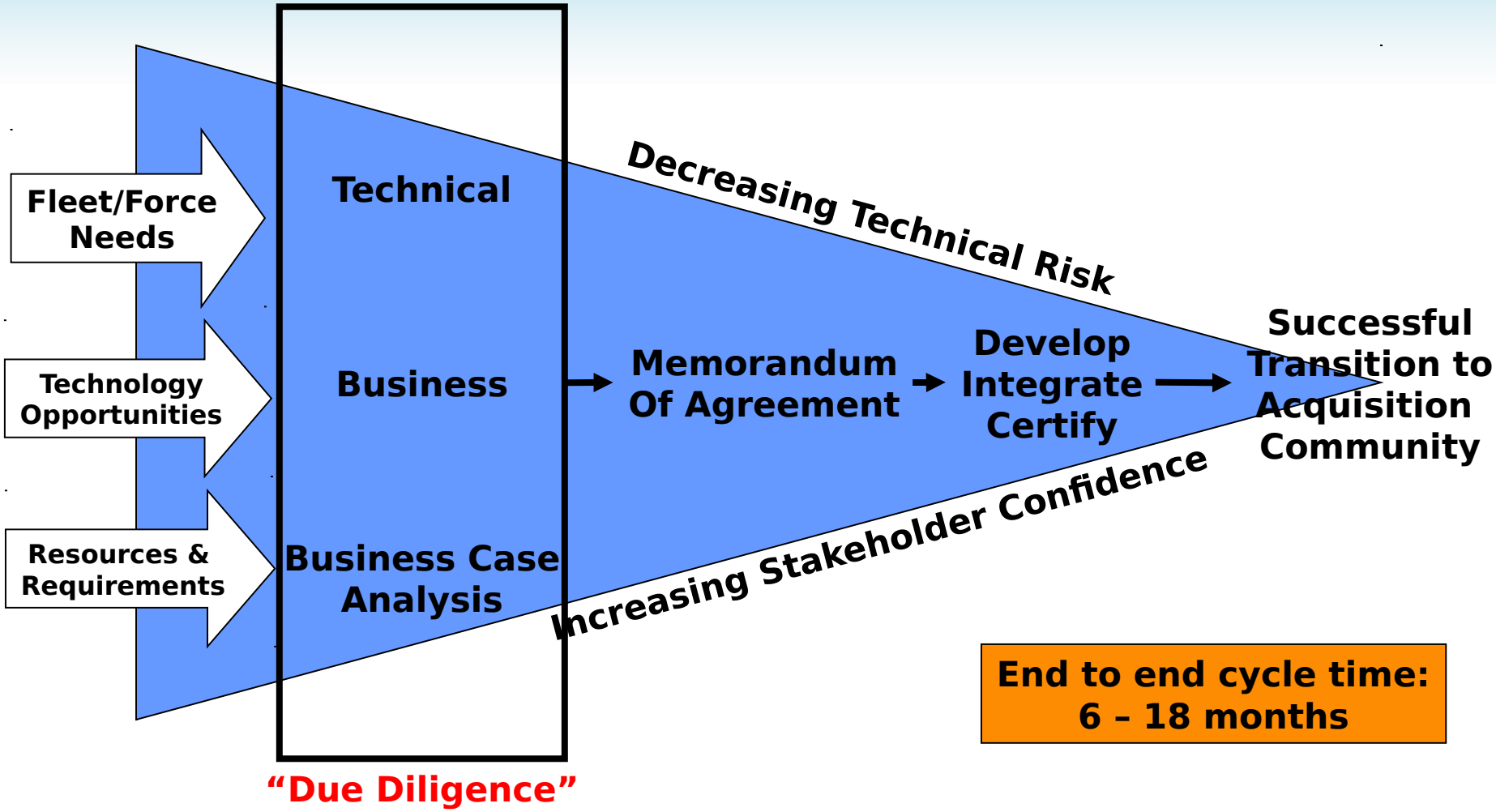
Deal

Transition Agreement between Technology Provider and Naval Buyer

Funded by ASN(RDA) Via RTT Program

CTTO is a Deal Broker

Dealmaking Process Overview



Adapted from process used by CTO/VC communities

FY04 RTT Program

- **ASN(RDA) letter dtd 30 JUN 03 requested "top three" technology needs from each PEO/DRPM**
  - 59 submissions culled down to 37 deal candidates by CTTO
  - Presented to ERG* in OCT 03 for comments & "rack and stack"
  - ERG selected 17 "Priority One" deals for further evaluation
    - 8 to be funded by ASN(RDA) "1%" funds; 9 to be funded from RTT PE
  - DEC ERG meeting reviewed the eight 1% candidates
    - Recommended 6 be forwarded to ASN for approval
  - ASN(RDA) approved 5 of 8 ERG recommendations
    - Also approved 8 of 9 RTT candidates for DASN(RDT&E) funding

*Exec Review Group: DASN(RDT&E), ONR TD, N40, N7B, N8B, CFFC, MCCDC

Towards FY05 Deals

- **Challenges**
  - “Bring me better deals”
  - “Tell me what impact we’re having”

- **Approach**
  - Focus scope of needs
  - Early OPNAV Engagement
  - Deal bundling to provide system-level impact
  - Add tech push component
  - Leverage non-CTTO resources
  - Consider move from batch to continuous deal flow paradigm

Focus Area Approach

- **Power Distribution (super deal)**
- **Non-sexy maintenance related (electronic obsolescence etc.)**
- **Logistic vehicles**
- **Autonomous Vehicles (All Types)**
  - Payloads, C3
- **Kill chain improvements**
  - Weapons Data Link
  - Improved targeting

Systems Deals

Campaign Plan Overview

FY03 Focus
FY04 Addition

CTTO Deal Box

- **Time Requirement**
  - 24 Months or Less
- **Transition Requirement**
  - Purchase
  - POM (or high priority POM issue)
- **Program & Fiscal Support**
  - Requirement Sponsor
  - Resource Sponsor
  - Acquisition Sponsor
- **Business Case**
- **Deal Feasibility**
  - Technical maturity (TRL level)
  - Company (provider) viability
  - Navy/USMC Infrastructure, Policy, and CONOP support

Summary

- **Excellent lessons learned**
- **Process deliberate, occasionally frustrating but productive**
- **FY-05 concentrating on Focus Areas, but--**
- **Looking for top level view**
- **Closer and earlier coordination with N7 and N8 desirable**